

## Representative Profile

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### Paul Igo (Oceanographic & Geophysical Instrumentation)

*Serving New England and the surrounding area*



An introduction to Oceanographic & Geophysical Instruments, better known as OGI, would include speaking to its 30 plus years of hands-on experience in the oceanographic industry, and an orientation to its full range of services; from product sourcing, to procurement and delivery, as well as after-sale service and support. But even more interesting, is the man behind the company, owner and operator, Paul Igo.

Paul launched full steam into the oceanographic industry via a position at EPC in 1981, which carried into customer based technical sales and management positions at EG&G and Datasonics. In 1997, Paul Igo made the bold move from product manufacturer to product representative. In 1999, Fran Rowe (a founder of RDI) and Earl Childress placed their bets on Paul's representative efforts for their east coast sales. RD Instruments was indeed a strong addition to Paul's growing list of principals. In his own words, "RDI has always been deemed one of the leaders in the oceanographic business. Working on their behalf has opened a lot of doors to higher level people."

For a 'family guy' like Paul Igo, this "experiment" into a working relationship with RDI has indeed resulted in success. Paul's down-to-earth personality and advocacy for the customer, is well suited for Teledyne RDI's customer base, and its position as a leader in acoustic Doppler technology. Year-after-year, Paul continues to receive our top sales awards, confirming that our east coast customers are, indeed, in very good hands. As Paul watches out for his customers and reiterates the markets needs for continuously smaller, lower power, lower cost equipment, Teledyne RDI is listening and responding.

Paul starts each day with a morning run, and after a long day at work, likes to end his day with some all important family time (quite often watching his daughter at a hockey rink.) Together, OGI and Teledyne RD Instruments look to the future for new opportunities, continued friendship, and well deserved success for Cape Cod based OGI.

#### **Contact Information:**

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